

**BERKS COUNTY CONVENTION CENTER AUTHORITY
MINUTES OF THE REGULAR MEETING OF
THURSDAY, JUNE 21, 2012**

The regular meeting of the Board of Directors (the “Board”) of the Berks County Convention Center Authority (the “Authority”) was called to order at 7:00 a.m. in the SMG Board Room, the Sovereign Center, 700 Penn Street, Reading, Pennsylvania.

The following members were present:

Mr. P. Michael Ehlerman
Mr. Michael Fiucci
Mr. Burlee Adams
Mr. John Ernesto (via phone)

The meeting was chaired by Mr. P. Michael Ehlerman.

Also present:

Mr. Zane Collings, SMG
Thad Gelsinger, Esquire, Leisawitz Heller Abramowitch Phillips, P.C.
Ms. Hope Parkin, SMG
Mr. Matt Salkowski, SMG
Ms. Gloria Gombar, Herbein & Company

Mr. Carl Herbein, Mr. Brian D’Amico and Mr. Albert Boscov were absent.

The Chairman declared that a quorum was present and proceeded with the meeting.

There were no comments from the public.

Upon a motion duly made and seconded, the minutes of the regular meeting of the Board of April 19, 2012 were unanimously approved.

TREASURER’S REPORT

Mr. Ehlerman distributed and reviewed the two-month Treasurer’s Report with the financials for April and May 2012. Mr. Ehlerman noted that, as of April 30, 2012, the Authority had a cash balance of \$1,427,917.37.

Mr. Ehlerman commented that the hotel tax receipts for March and April 2012 were \$92,663.44 and \$116,370.63, respectively. Mr. Ehlerman further noted that the tax receipts through April 2012 were approximately \$17,800 greater than through April 2011.

Upon a motion duly made and seconded, it was unanimously moved to approve all the bills paid within the period and to pay all bills listed that had been unpaid during this period. Further, upon a motion duly made and seconded, the Treasurer’s Report was approved.

SOLICITOR'S REPORT

Mr. Gelsinger stated that there was no significant legal activity to report.

MANAGEMENT REPORT

Mr. Collings distributed and reviewed the budget for 2013. Mr. Collings noted that for the fiscal year ending June 30, 2012, the Authority's losses are just under \$800,000.00. For 2013, the budget projects the authority will suffer losses of just over \$300,000.00. Mr. Collings noted that there are two capital improvements included in the budget for 2013. The house lights are going to be replaced at a cost of approximately \$40,000.00 and an HVAC unit in the Arena is going to be replaced at a cost of approximately \$30,000.00.

Mr. Collings distributed and reviewed the latest Schedule of Events for the Arena/SPAC. Mr. Collings advised that SMG is looking to add 1 or 2 additional events in the next 6 months. Mr. Collings noted that the Reading Royals schedule is included on the Schedule of Events and that the Royals will have 1 more Saturday night home game this year as opposed to last year.

Mr. Collings advised that the Jehovah's Witnesses had completed work on the sound system in the Arena/SPAC. Mr. Collings advised the Authority that a new merchandise shop is going to be built in the Arena. He provided a diagram of the proposed merchandise shop and advised that the shop should be completed entirely through barter exchanges with various vendors such that the Authority should not have to expend any money for the shop. Finally, Mr. Collings noted that SMG is performing safety checks on both the Arena and SPAC.

Upon a motion duly made and seconded, it was unanimously moved to approve the 2013 Budget.

NEW BUSINESS

Mr. Ehlerman noted that there was no new business to discuss.

There being no further business before the Board at the public session, the Chairman announced that the next regular meeting of the Board would be held at the Sovereign Center at 7:00 a.m., Thursday, August 16, 2012. At 8:00 a.m., upon a motion duly made and seconded, the Board unanimously resolved to adjourn.